JOURNALISM OR ADS: HINDU’S CHOICE

WAN-Ifra India tackles pricing, click issues

Inform Sydney: If you trusted Alexa like Gracie does

Plus:
• Turin shares Bezos with the world
• Front-ending News’ WordPress switch
• New owner sets Atex for growth
Carsales’ AI Cyclops knows back seat’s a driver for SUVs

Sorting images of cars on the Australian carsales.com website has moved from manual to an AI-assisted process thanks to software developed at a hackathon.

The company says its Cyclops image recognition software is right 97.2 per cent of the time, and learns from its mistakes. Developed at a three-day company hackathon last November, it automatically selects and assigns angles to each image uploaded by photographers.

Carsales director of AI research Michael Ridgway says the events, held every two years, are a great opportunity for staff to come up with ideas that help Carsales to continue innovating and evolving.

Team leader Agustinus Nalwan says previously every car image uploaded was categorised manually according to the angle featured in the image. With Cyclops, each image is automatically assigned an angle.

The technology is now being integrated for photos uploaded by users and will notify them to upload more images, if, for example, they upload images of an SUV’s front exterior, side exterior, front seats, and dashboard, but neglect to upload a back seat shot.

“This is because Cyclops knows this is one of the most common features people research when purchasing an SUV,” Nalwan says.

The technology is being rolled out globally across Carsales’ international businesses, with an image comparison tool to be developed so that users can compare back seats of different models.

Pictured: A Nissan 4WD modified in the UAE to be driven from the back seat.

DELAYED: News Corp Australia’s decision to sell NewsLocal to Newsstand includes the development of Tandgram, its first product built with a customer-first approach.

Delays in the project, which began in 2016, have cost the company $5 million and delayed its launch. The project is now due to be completed in 2018.

NewsDNA managing director Julian Plummer says some of the issues arose from a lack of clarity about premium publishers as an alternative to traditionally oriented advertising clients.

“With all of that done – and the Telegraph site live – the task moves to extending the same reimagination experience to readers of the Herald Sun, the Courier-Mail and The Advertiser as well as regional newspapers."

www.gxpress.net

Masthead reimagined: upgradites front-ends after giant WordPress switch

RIVAL FAIRFAX MEDIA has also been upgrading its websites. In Australia’s third-largest city of Brisbane – where the publisher does not have a daily print masthead – the brisbanetimes.com.au website is being used as a test bed for new ideas.

Top topics – and a new panel of key facts from stories which are expected to become taking points – are part of a simplified design with fewer distractions and a greatly reduced number of ad formats, about to launch. Fundamental is the desire to get readers and advertisers to rethink their thinking about premium publishers as an alternative to Facebook.

Chief executive Greg Hywood has also flagged new publishing initiatives to readers of the Herald Sun, the Courier-Mail and The Advertiser as well as regional newspapers.

www.gxpress.net

Devices you could be talking to

Publishers may need to reach is implicit in this analysis of Australia’s emma data showing the most-desired toys.

Mobile phones are still top of the list, but NewMediaWorks says TVs and streaming services and portable gaming devices are ahead.

Newspapers are set for growth of 66 per cent.

... and Fairfax tests platform ideas in third city
Ads are dropping its Eversify product. The company has let it known that it is stopping further development and worldwide distribution.

Existing Eversify customers have been told of the decision and are being supported in their migration to an alternative provider.

Originally an element of Agfa’s Anixter prospects workflow suite, Eversify offered publishers the opportunity to produce a tablet “edition” automatically, with CMS feeds (and also Adobe InDesign content) processed to become tablet and smartphone pages and features. Paradigmically, it was a digital publishing product from a company whose primary newspaper industry activity was in print production, a transition few companies have achieved successfully.

Agfa recognised the challenge and established a separate business unit for mobile publishing under Rainer Kirschke – and an identity which played down in print interventions – but it was not enough to crack increasing market competition.

Kirschke says that after six years of development, the demand for mobile publishing projects failed to reach volume targets.

“The continuous further development of new Eversify functions and the broad coverage of the e-paper to the pure HTML app/web could not exert a positive influence on the purchase decisions. The intensive market publishing worldwide by sales and project management has made it clear, that very few companies in relation to the entire news media market really want to tackle the issue of digitalisation of publications and to make investments for the digital future. The amount of subscriptions is not increasing as expected by most of the publishers and the digital advertisement impact on the total digital turnover for news media is still below all hopes.”

A range of additional features – such as in-app purchases and enhanced analytics – have been added over the years, plus of course, the established benefits of Agfa’s expertise in image processing and repurposing.

Elegant new implementations have continued until recently, notably with the government-owned Swiss Review for expats living abroad, which is published in 14 regional editions in German, French, Italian, English and Spanish.

Another is Brazil-based Revista Publica, a quarterly magazine that wanted a mobile version, despite limited inhouse capabilities. An Eversify app was created in two months, leveraging the advantages which have always endeared the technology to time-poor publishers (this one included).

Eversify has been delivering individualised solutions, opening up options for publishers by easily producing professional-looking content for all mobile platforms, and incorporating interactive elements.

“Just what the publishers ordered,” says Kirschke. Just not enough of them.

Peter Coleman

Ready for take off

Multi Channel Content Management
Digital Asset Management
Digital Publishing
Print Publishing
Mobile Access
Cloud Enabled

Agfa abandons struggle to establish Eversify app
Content marketer Keywee takes agent for Asia Pacific

Keywee – the Israeli startup that says it can drive traffic from Facebook and other platforms to publishers’ websites – has announced a move into the Asia-Pacific.

This follows rapid growth in the US and plans to expand into Europe.

The company – whose investors include Eric Schmidt and the New York Times – says its platform unlocks audience insights using AI and data science, and “infuses them into every step of the storytelling process”.

It is also opening an office in London.

A platform which uses AI and data science to unlock insights and ‘infuse them into storytelling’ is helping take NYT’s content to Facebook.

following partnerships with publishers including the BBC, Guardian US, Shortlist Media, ARTE, Motley Fool Australia and Vice.com: “We’ve been fortunate to partner with many of the world’s best storytellers to help them create better content and find the best audience for it,” says EMEA general manager Martin Thoms.

Medium Marketing will represent Keywee in Australia and NZ, Hong Kong, and Singapore. Medium director Noshar Arasaratnam says Keywee is making Facebook work for publishers, whether it’s subscriptions, branded content or profitable audience development.

The technology has led the NYT to start publishing some of its stories on Facebook, giving Keywee’s ability to send eyeballs to stories on its own website.

Eric Schmidt’s Innovation Endeavors and the NYT took part in a $9.1 million investment round in 2015.

Smart voice software listens to readers’ needs and complaints

NEWSPIER readers with a complaint or comment are increasingly finding themselves connected to a computer as interactive voice recognition becomes the “go-to” technology for publishers.

US-based specialist VoicePort reports a number of installations of its automated CallPort system, including at Warren Buffett’s BH Media Group.

Deploied in “go-redundant” data centres, the systems can handle all inbound call traffic regardless of call volume spikes.

BH Media publishes 31 daily newspapers, associated weekly publications, and websites, as well as an ABC television affiliate in Miami. The CallPort will provide callers with advanced self-service options, and, when required to talk with agents, smart dynamic routing to representatives.

Using real-time data, it will take delivery complaints, payments, credit card updates and holiday stops, with redelivery dispatch notices sent directly to the carrier without the need for re-entry.

An outbound module then calls or sends subscribers to confirm a redelivery has been received, and subscribers’ responses are posted back in to the circulation database. BH will also use the module for subscriber communications such as credit card expiry and updates, restart and new start verification, and other account information.

Another user is the Seattle Times, whose BPO partner Alorica has a number of newspaper clients. Times customer relations and sales manager Dane Teague says a major project will see the current circulation database replaced with a monthly SaleForce-based system. “Our expectation is to see an increase in customer satisfaction while maximizing the customer value and understanding the customer experience.”

A software conundrum: Adobe annoys and grows, Quark gets sold

The timing could be sublime: Quark bought by a company which wants to develop its content automation capabilities, just as Adobe big-end aspirations and subscription model are beginning to get up users’ noses.

The acquisition of Quark Software Inc by software-focused private equity firm Parallax Capital Partners comes as Quark is gaining recognition for its content automation developments.

Recent kudos has come in the form of a Gartner “cool vendor” nomination in content services and a finalist place in the CODiE awards.

Southern California-based Parallax says it wants to help Quark accelerate adoption of its “transformational” content automation solutions through investment in organic growth and acquisitions.

More importantly, it’s an investment in the QuarkXpress layout application which was an industry favourite until Adobe Systems – having acquired the pioneering Aldus PageMaker and Photoshop – bought market share with its newly developed InDesign product.

That’s history, dating to the decade before John Warnock and Charles Geschke left Xerox PARC, establishing Quark in 1985 to develop PostScript and its open chip the PDF document format. Paul Brainerd’s PageMaker launched the desktop publishing revolution, but rival QuarkXpress was more professional, even if imaging bureau bashed at accepting files because so many different versions were in circulation... and its box, Fred Ebrahimi somehow made the company you loved to hate. By the time Adobe had InDesign ready, with its typography and workflow, QuarkXpress was the only platform.

“Having a transformational impact within a wide range of industries”, Quark president and chief executive Ray Schiavone says the company has reinvented itself “in the face of insurmountable odds”.

In Australia, Quark also has a new distributor, keen to trade on its single-purchase-and-optional-upgrade model against Adobe’s subscription model.

“We’re keen to see more, but it appears that a much more developed Quark is back with a vengeance in a market in which Adobe is doing exactly what Ebrahimi did in 2002: Not listening.”
A conference of the media industry enforces, as has its annual conference. Change has been inevitable since the early days of the PANPA conference, from my own first at West Point Casino in Hobart in 1987 or 1988 and others including the 1980-stor-gether on the Gold Coast, where technology was shown in a tentful of Mac computers, their desktop colour displays protected from subtropical rain by umbrellas.

A conference is new part of the media industry. It extends to the country’s three largest publishers – News Corp Australia, Fairfax Media and Seven West Media, which owns West Australian Newspapers – Australia’s newsmedia. And just as previous conferences armed delegates for the industry itself. And just as previous years, evolved different objectives. Thus what had been the Future in previous years, but in 2017 to the Inform News Media summit in Sydney. And not just for keynote “global authority” Rachel Botton, who was candider enough to suggest that concentration of media ownership may be a challenge to it.

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Learn to get that MOJO working

Chief Botman likes to tell all of his readers and a half-year-old daughter Gracie has with Amazon's Alexa. In three days she has nine of the voice but what she should wear... but not before she's ordered a crate of blueberries from the e-commerce site.

Not yet able to read or write, she's discovering Alexa can tell jokes and play music, scores what she's wearing, and will deliver stuff Alexa الجمعية is to be like Siri, but smarter” - as Gracie's mother says – but she's already a trusted member of the family.

It's an extreme example of the trust some now have in technology, but it makes Botman's point that we have started to give our trust away to entities we might not have the knowledge and context about and have almost no control over.

At the Inform summit, there's a moment of hilarity as she urges delegates to unlock their phones and pass them to the person sitting next, and a slight panic ensues at the end of the conference.

New advertising research (see page 358) has shown "a change in the wind", he says.

Paul Whittaker: "impressively proud of the tireless efforts, dedication and professionalism of the whole team."

"I am immensely proud of what we have all achieved together in the toughest media environment."

The awards, which recognise excellence in news media publishing in print and online, and photography, are announced at a gala dinner following the Inform Newsmedia Summit event at Sydney’s new International Convention Centre.

More than 300 people attended the ceremony, hosted by The Chaser’s Craig Reucassel and Andrew Hansen. Organisers say the “PANPAs” attracted more entries than previous years, coming from publishers in Australia, New Zealand, the South Pacific and Asia. This year’s winner of the Negativy Award, for management development is Emily Sweet from Fairfax media's Australian Community Media.

Herald, Fairfax Media; Community– The Weekend Australian, Chullora Print Centre, News Corp Australia; Regional– The Weekend Australian, Award for the weekday edition it was Fairfax Media; Community– The Weekend Australian, Chullora Print Centre, News Corp Australia; Regional– The Weekend Australian, Award for the weekday edition it was Fairfax Media; Regional– The Weekend Australian.

"We need to question where digital newsroom innovation is leading us, to reinvigorate trust, how media organisations might be able to trust the "machines" and algorithms."

"We need to question where stories are coming from, and hold the people who order that account," she says. But how?

Unprecedented 'double' sees The Australian top again for weekdays, weekend

The City, The Bulletin, John Feder was awarded for a "great year".

North Richmond Print Centre, News Corp Australia; Regional– The WeekdA y.

"HashtagOurStories" with his mojo technology, including "the platform. How well the platform do well, but FaceBook scores too easily, in what she says is a move towards accountancy, " she says. A conversation about platform accountability, " she says.

They are trustworthy to so many users is a factor of the "inversion of trust" which has people more likely to trust a stranger on a bus than a reliable source. And there are examples... from Michael Fish, the Queen and Tory politician Michael Gove in the UK, and in Late Show TV host Stephen Colbert’s "truthiness".

There is, she says, a "massive opportunity for the media to re-establish itself", but fake news has become a dangerous catchall to all sorts of questionable content.

So back to Gracie and Alexa: "It technology enabling us to give away our trust too easily? Botman asks. But there's hope. Deciding who to trust is a "real science" based on factors such as expertise, reliability over time, integrity – including the alignment of interests, if possible with coercion of media ownership – and "benevolence".

Trust will continue to collapse, but what are we left with, she asks. "People will end up trusting anything... or nothing". For the media, "we still left with questions... how to be "inclusive, transparent and accountable" – but delegates were still left with questions on how to retrust trust, how media organisations might be able to trust based on the "machines" and algorithms.

"We need to question where stories are coming from, and hold the people who order that account," she says. But how?

Lackling the trust inversion

Paul Whittaker: "impressively proud of the tireless efforts, dedication and professionalism of the whole team."

Last year he’d been in Africa as a conference speaker, a role where he can make the most of an outgoing personality where he can make the most use of it. He got into the middle of the audience and tried to make connections with people.

It’s an extreme example of the trust some now have in technology, but it makes Botman’s point that we have started to give our trust away to entities we might not have the knowledge and context about and have almost no control over.

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Jeff Bezos had built most of his book-selling billions well before starting a career as a newspaper proprietor. But the man who convinced us with Amazon continues to intrigue: Why would he buy a newspaper business, for a start?

While everyone from retailers – including those in Australia, where news that Nike would sell direct to Amazon hit prices – to real estate portals for his has arrived in “store” markets, a privileged few had the opportunity to size up Bezos at a select gathering in Milan.

The occasion was the 150th anniversary of daily newspaper La Stampa, for which owners, editors and publishers shared thoughts in an afternoon conference held appropriately in the paper’s newsprint store.

And the answer to the first question is that Bezos wasn’t looking for a newspaper, but wanted the Washington Post – which he regards as an important institution – “to continue”.

Approached by publisher Don Graham – whose grandfather Eugene Meyer had bought the bankrupt Post in 1933 – Bezos firmly responded that he didn’t know anything about the newspaper business. But that wasn’t what Graham was looking for: “We’ve got a lot of that, we’re really looking for someone who can help us with the internet,” he told the Amazon boss.

The rest of the story is history. The Post is thriving and gaining subscriptions and readers, and Bezos is finding the process “super exciting”.

“I am very missionary about it,” he care about it, and I don’t want to let Don Graham down,” he told conference moderator Massimo Buffo, who is managing director of the digital division of La Stampa parent group, Expres.

He says Amazon and the Post are “completely open to and ready for change – excited by the prospect of preparing and transforming it to a national and global one. “It was easy to see that what that reputation needed to be – we should have a identity for covering democracy”. Of its tagline “democracy dies in darkness”, Bezos says, “we worked for a year, but couldn’t find a positive version”. Creating an identity is like creating a club, “something you’d want to be a member of”.

Post team members were “completely open to and ready for change – excited and eager to try new things. My biggest point was that the internet has taken a great business model and turned it upside down. We can’t shrink our way out; we’ve got to expand, and some ideas will fail, so let’s be fast.”

David Fahrenthold won a Pulitzer in part for innovating crowdfunding stories – he started posting ideas to Twitter and asking for help. “There are a lot of things the internet takes away, but it also brings gifts, and you’ve got to lean in. One is to distribute content across the world at almost zero cost; then when we’d been prevented from becoming a global newspaper because of...

On printed newspapers, Bezos first admits he reads the Post online in Seattle: “I get it a couple of days late, but I read it online and I love it”. Printed newspapers will still be around in 2025, he suggests. “These things go away much slower than we think – it’s a different experience, but at some point it will be a luxury, exotic product, like owning a horse, because you love to ride. You’ll go over to your friend’s house, and (seeing a newspaper) say ‘wow, can I try that’.”

Once “incredibly profitable” as a local newspaper, the Post needed to transform itself to a national and global one. “It was easy to see what that reputation needed to be – we should have a identity for covering democracy”. Of its tagline “democracy dies in darkness”, Bezos says, “we worked for a year, but couldn’t find a positive version”. Creating an identity is like creating a club, “something you’d want to be a member of”.

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La Stampa celebrates 150 years with a gift to the industry

In an afternoon devoted to the future of newspapers, it was inevitable that the question of what to do about Facebook and Google prosper would be high on the agenda.

Jeff Bezos was clear: “Complaining is not a strategy,” he said.

And News Corp executive Robert Thomson was unequivocal: “If you see a lady being robbed outside a pawshop, and robber comes in and you buy from him, you’re complicit in a crime,” he says.

News was “deep in dialogue” with Facebook’s Mark Zuckerberg about subscription mechanics, while being a complainant against Google in Brussels.

“Quite a lot of our businesses have been impacted from piracy on YouTube, and I would like to see less complicity and more compliance.”

The event to mark the 150th anniversary of Italian daily La Stampa, saw two dozen of the world’s news media industry leaders converge on Turin to discuss the future of newspapers. Four panels presented a broad range of views including those of Amazon and Washington Post boss Jeff Bezos, Robert Thomson, and Hindustan Times editor-in-chief Bobby Ghosh.

La Stampa editor-in-chief Massimo Molinari says the challenges facing new-media companies “couldn’t be harder” – print copies sold going down, print advertising falling advertising advertising following the same trend, and digital copies not rising at the same speed.

Digital platforms “using our contents” delivered very little revenue – 25 cents a year for each digital user, compared to the $25 for Facebook.

“Our content attracts a huge number of users – hard news and intellectual content are the most requested product in the digital markets.”

“Just because you buy from him, you’re complicit in a crime,” he says. Molinari, “This is the reason why the publishing industry can emerge from this transition stronger than ever before.”

But he says there is a need for a new business model: “Subscriptions and membership may change a a Pulitzer in part for innovating crowdfunding stories – he started posting ideas to Twitter and asking for help. “There are a lot of things the internet takes away, but it also brings gifts, and you’ve got to lean in. One is to distribute content across the world at almost zero cost; then when we’d been prevented from becoming a global newspaper because of...

services, on every platform. It’s a path along which we must not be afraid to embark.”

An editor’s vision moderated by Bloomberg News editor-in-chief John Micklethwait saw lively discussion between panellists Lionel Barber (Financial Times), Bobby Ghosh, Lydia Polgreen (Huffington Post) and Ascanio Seleme (O Globo).

Ghosh called for more coders – our journalists must be able to use technology to tell stories better.

Branded content – such as a Bollywood star who has a movie coming out “we can’t name because they haven’t taken an ad” – could be a problem. But he says, “Readers are smart enough to know that is rubbish.”

Later, Zanny Minton Beddoes, editor-in-chief of The Economist, talked about cooperation between departments: “The church state divide’ is sacrosanct, but to produce an emerging event” – which is owned by “family members” – has helped reduce costs after two-thirds of advertising and 50% of membership may change.

“Is rubbish”.

Molinari says that the previous “division the previous” is “the previous template to deal with the problem.” – “the previous template to deal with the problem.”

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people and we have a million, so the opportunity is immense.”


In Japan where Nikkei has 2.7 million print and 550,000 digital subscribers, Kita says the influence of Google and Facebook yet.

advertisements are being taken by
we do not feel our digital
from subscriptions, and
is less: “A
Facebook influence of
maturation? The take
new scandal has scared and partly
motivated them, but it is damage
control or genuine introspection.”
Eklan’s view is that there is a
window of opportunity, partly
driven by advertisers, “in the next six
months”, to find a mechanism to build
a new relationship.

The only way you can ensure that
paying works is to protect what people
buy. Today technology has advanced
and can be very effective in preventing
piracy, making the payment model
more effective.”

Kita urges patience: “Think what
innovations could take place in the
next ten years, and whether Facebook
will have the same influence.

I am sure that something else will
come out. We have quality journalism,
and we work together with the
new technologies, I am very confident that
we can survive.”

More at http://www.lastampa.it/2017/06/21/

How e-commerce giants reinvent news

It’s the companies and people
they work for that make
Shailesh Prakash and Gary Liu interesting.

Washington Post chief information officer and vice
president for digital product development Prakash works for
Jeff Bezos, the man who
built Amazon, while SCMP
chief executive Gary Liu’s boss is Alibaba
owner Jack Ma.

Wd2fla gets
the two in the same
room in November
as part of its
Digital Media Asia
programme, and it’s
shy of asking, “are
Alibaba and Amazon
reinventing the news?”
Amazon chief Bezos bought
the Post for $250 million in
2013, and has turned around
prospects for the 140-year-old
newspaper. Readership has exploded, its content has become
more digital-friendly, and WaPo is now looked upon as one of the most innovative news media companies in the world, with Prakash one of the key architects of this
transformation.
He has also been behind the use of Big Data to develop the
personalisation features and automation tools used to boost
digital subscriptions, and an
inhouse-developed CMS which
has made the newsroom more
agile and efficient.

The South China Morning Post is another remarkable news
media institution, bought by
Amazons stronger competitor
Alibaba Group in another
surprise move two years after
Bezos’s Washington acquisition.

What does Ma want with

La Stampa’s anniversary ‘gift’
to newsmedia’s future brings
industry’s best minds to Turin

Digital Media Asia (DMA) has since its launch in 2009 grown to be the largest new media
conference dedicated to the publishing industry in Asia. The event offers three focussed days
of conference and masterclasses and a foyer expo. The 8th Asian Digital Media Awards will be presented
during the conference.

#DMASG17 | dma.wan-ifra.org

3 themes will define #DMASG17

01 Paid Content & Subscription Reloaded

Time for Asian news publishers to charge for their digital content?

02 Reclaiming the Premium Ad Market

Strengthening native ads, selling
advertisers and exploring Asian ad
networks

03 Digital Transformation

Growing digital audience and ad
revenues requires an in-depth
transformation of news media
companies, from the revenue to
the commercial departments
Boucher the right Stuff to lead renamed Fairfax in NZ

Sexan Boucher has been named as the chief executive of Fairfax Media New Zealand, to be renamed Stuff after the digital portal she has been leading for three years.

“Boucher is an outstanding executive with a genuine empathy for the New Zealand market and community,” says Fairfax Media chief Greg Hywood in an INMA post.

Boucher has been a driving force in lifting the company’s position in New Zealand, reaching 90 per cent of the audience and becoming the dominant media player in the market.

She has also been involved in the growth of the Stuff website, which attracts 2.1 million monthly a month print and digital audience.

Fairfax is proud of its in-house talent, with products chosen by art directors, lifestyle writers, fashion editors and other staffs using their specific expertise.

“Where other retailers may be focused on discounting products or constantly turning over stock, we select unique brands with an interesting story to tell. These might include an artist creating original works, a designer with an innovative new product or an entrepreneur focused on ethical manufacturing,” the company says.

The project harnesses in-house talent, with products chosen by art directors, lifestyle writers, fashion editors and other staffs using their specific expertise.

New content is added to the site daily, with products brought to life via interviews, podcasts and video.

Fairfax also supports its retailers across its network of national newspapers, magazines, and websites, with a collection of limited-edition prints recently featuring in a wrap around the Sydney Morning Herald.

The initiative has created a new revenue stream for a traditional publishing business, monetised its audience, and increased e-commerce revenue by 700 per cent in its first two months of operation.

She joined The Press in 1993 and worked there for several years before relocating to the UK to work for the Financial Times and Reuters. She returned to The Press as associate editor in 2004.

The company says that while the name change will roll out over coming months, the Stuff website – with its 2.1 million and growing audience – has become the Stuff website – with its 2.1 million a month print and digital audience.

The Stuff group has been a driving force in lifting the company’s position in New Zealand, reaching 90 per cent of the audience and becoming the dominant media player in the market.

The Stuff group has also been involved in the growth of the Stuff website, which attracts 2.1 million monthly a month print and digital audience.

Fairfax Media chief Greg Hywood says the Stuff website – with its 2.1 million a month print and digital audience – has become the Stuff website – with its 2.1 million a month print and digital audience.

“Where other retailers may be focused on discounting products or constantly turning over stock, we select unique brands with an interesting story to tell. These might include an artist creating original works, a designer with an innovative new product or an entrepreneur focused on ethical manufacturing,” the company says.

The project harnesses in-house talent, with products chosen by art directors, lifestyle writers, fashion editors and other staffs using their specific expertise.

“The right content, with the right look and tone, for our educated and discerning audience,” he says.

Boucher says that since The Store by Fairfax is basically a marketing platform, bringing in-house talent, with products chosen by art directors, lifestyle writers, fashion editors and other staffs using their specific expertise.

New content is added to the site daily, with products brought to life via interviews, podcasts and video.

Fairfax also supports its retailers across its network of national newspapers, magazines, and websites, with a collection of limited-edition prints recently featuring in a wrap around the Sydney Morning Herald.

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Alex takes off for growth with new Canadian owner

New roles for McKenzie and Roessler at Newsycle

N

ewsycle has named Scott Roessler as executive Preston McKenzie move to a new role as executive chairman.

A NEW VERSION of WoodType's Elvis DAM addressed the need for speed and scale in digital content creation. Chief executive Jan de Reus says times are challenging, but interesting for both publishers and brands. "Publishers need to produce appealing content more efficiently to remain competitive. The market is tight but quality content, published quickly, is a game winner." Elvis DAM 6 offers tight integration with Adobe CC, and supports auto-tagging through integration with AI services such as Google Vision, Clarifai and Amazon Rekognition. Elasticsearch is used to optimise search, able to deal with enormous amounts of assets, making it "indefinitely scalable".

A project to integrate print and digital content import has led to a Brazilian daily newspaper, Gazeta do Povo in Paraná, the country’s largest state, moved production to EidosMedia’s Methoda platform three years ago, with group web services embedded in the cloud to increase delivery speed and accuracy. The impact has supported a growing trend towards online and print interactions, and facilitates the printing of print and online subscription business, publishers GRIPCOM group have moved to a digital only model for the flagship daily, while publishing a print edition only at weekends.

Although the print daily was still economically viable, the trend was clearly towards the increasing importance of the online platform, president Guilherme Cunha Pereira says. Printing of the weekend paper now no longer encouraged.

US SPECIAL interest magazine giant Bonnier Corp is to deploy Linotype’s cloud-based advertising sales platform AdPoint. The company – a subsidiary of Swedish Bonnier AB and one of the largest special interest publishers in America – plans to redefine multifunctional CRM platforms for the digital era. Its brands include Popular Science – which was founded in 1872; Saveur, Field & Stream, Yachting, Flying, Salt Water Sportsman, Cycle World, Working Mother and Outdoor Life.

AdPoint will integrate Bonnier Corp’s print, digital, and advertising technologies and sales processes onto one platform managing everything from generating leads and sales reps to payment collections. The goal is to allow advertisers to seamlessly integrate with Bonnier’s Salesforce CRM system, enabling the advertising sales team to continue to use salesforce.com, as well as the previously mentioned multi-channel selling tools integrated into one user experience.

INTEGRATED SCS and Lineup systems will upgrade advertisement handling at the Pittsburgh Post-Gazette, a pioneer of the original Layout-80 system. Software Consulting Services is to install the current Lineup-80 system, followed by a stunning application with SCG Color’s pagination and imaging technology and new advertising system.

Layout-80 was the successor of Layout-80, which had been developed when Nazareth, Pennsylvania-based president Richard Checelli was running the company, now known as MediaLink (now News Media Alliance). From the original 28,000 lines of code, it has now expanded to three million lines over 37 years of development and is the mainstay the daily uses for daily and the week.

AGENCE FRANCE-PRESSE has won a share of Google’s $500 million Digital News Initiative fund. AFP Projects, a project aimed at developing the use of data in newsrooms, brings automated text specialist Hyperlyte, data optimisation platform OpenDatalab and laptop user experience designers together with the agency in a data-driven ecosystem.

Components involved in creating original datasets with high value added, and making them available to newsrooms via API or downstream process, and use to automatically or semi-automatically optimise news content. The datasets will be generated by AFP, and partners or AFP-selected data sources. AFP says the objective is to develop a data platform to produce both within AFP and in its clients’ newsrooms.

New system assembles 96-page digital papers

TECHNIA has introduced a new digital print finishing system for newspaper and book production. Shown as an off-line system, the Newscycle hands preprinted inkjet webs as a roll-to-roll or roll-to-cut-and-stack solution.

Digitally-printed newspapers and other formats are produced with minimal intervention, the company says. Newspaper products can be up to 96 pages, in which sets of up to 24 sheets are cut, accumulated and folded once or twice. (Picture: Two-sheet, double-fold production from the company’s video).

It’s not digital, says Wanj-Ifra

A Wanj-Ifra report, Inkjet applications in newspaper production which studies its topic in detail – right down to a discussion of “what is digital printing?” – is now available. The group says the focus lay less on technical specifications and performance – which change as development occurs – and more on economically viable and innovative business models.

And the term “digital printing” is misleading, it says, since a process to transfer an image to a substrate cannot be mechanical and not a digital process. The report is backed by Ifra’s OCG and manufacturers.

ID inkjets impress InterTech Judges

No inkjet web presses with qualify to rival effort were among winners of this year’s InterTech Technology Awards.

America’s PIA – which administers the awards since 1978 – has named 14 technologies it predicts will have a major impact on graphic arts and related industries.

The newspaper-capable digital press honours are IPA’s T490HD PageWide Web Press and Screen’s Trumpper Jet 5260HD. HP also wins an award for its Printos production printing system, which works with web and mobile apps.

Marketing director Guilherme Cunha Pereira says. “The 1067mm wide T490 HD is claimed to be the industry’s most productive digital colour duplex press, delivering up to 360 metres/min in quality mode. There is also a monochrome variant, the T4900 HD, aimed at high-volume book production.

Screen press says its Jet520HD is differentiated by its innovative business – able to place tiny two-picolitre droplets – and a maximum speed of 1200 dpi, together to reduce image size smaller than 1 of a ppi.

Another InterTech winner with the potential to expand newspaper press capability in Baldwin Media’s A3S LED UV curing system, developed as part of its A3S Spectr-x Series. LED UV curing offers an alternative to IR curing and UV curing solutions for drying inks and coatings, with advantages the offers do not have. LED-UV curing uses ink free of the volatile organic compounds needed for IR, making it environmentally friendly and use less energy. Unlike conventional UV, no on-demand UV no-cure is powered.

Other winners of the 2017 InterTech Awards are: GOGG Publishing’s OBS1 Flex Pack With Visualiser; ColorLogic’s ColorAnt 4.0, Eniel’s XPS Crystal, Gallus Labelfab 340, Heidelberg’s Prinect Press Center Z2, with Intellifant 2; Just NormCom’s LED modulight Dual Intensifier D50/S65, Konica’s Impressia D25X, MGI Digital Technology’s A3’s SmartScanner intelligent registration system; Scotch Ultra Pro with Dual digital enhancement press; and Technicolor’s XG Labs Text Image Grader.

More details on the winning technologies will be available for the Time for Print? Trade show in Chicago this month.

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Print Media technology consultants

PEGRAS is a Technical Solutions Consulting company operating in the associated fields of chemistry, print media, industrial equipment and technology development.

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Digital ink
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Specialised coatings
Combination coating
Diffusion coating
GDP enhancement
Paper coating
Multi-technology solutions
White print systems

Higher productivity
Longer life service life
Enhanced image quality
Special application
Unleash creativity

development

Digital ink
Combination coating
Diffusion coating
White print systems

Higher productivity
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Enhanced image quality
Special application
Unleash creativity
Hot clicks and dead kids: challenges for newsmedia

When Torsten Stolz had come for technology talks at The Times Internet, he observed: “It’s all about engaging with the culture of digital transformation,” he said. Stolz, Chief Operating Officer at Dainik Jagran, one of the largest Hindi language newspapers, believes that “digital’s purpose is not to make money, but to engage users.”

Can technology come to the rescue in time... and will it help?

Technology may be “the easiest bit to achieve” – as Gautham Sinha told the conference’s closing session – but you’ve got to keep up.

Ninestars’ research and development chief Parankusha S. had clues about the future of news as he fast-forwarded to a future of AI for journalism. And (you can look it up) Iterative hyperautomation. As the “holy grail” of language gets closer, synthetic speech has gone beyond Alexa’s 50-plus commands to being able to create Trump-like comments and video. Spare us from its impact on fake news, although Parankusha believes technology to counter the phenomena will appear as quickly as it emerges.

He says there has been little application of “truly democratising” AI in the news industry, than which there is none to compare for generating data. Watch out for speech recognition, tasks such as classification of image and video, simulation of human sentiment, and natural language understanding.

Mimicking of human intelligence is not so much a threat to jobs, as an opportunity to “move higher up the value chain”. You can judge for yourself, whether it’s too late to be buying shares in core technology company Ninestars, whose stocks have surged over the past year.

Travis Hasson from Bangalore’s Daily Star newspaper told how the English-language newspaper had developed a Messenger bot – in association with chat and data science project manager – to deliver on-demand content.

Most of the country’s 7.47 billion people get their news by mobile, and the publisher plans more services – and monetisation – after launching the bot, which contains a free-to-register tool. With currently about 50,000 subscribers, Star is expecting to double that within the year, keeping one thing in mind: making people friends of the brand, says Hassan.

Ninestars’ research and development chief Parankusha S. has come for technology provider CCJ Europe to share and update on Axel Springer’s well-publicised transformation from the 2007-09 days when “we got a little scared” at the massive decline of circulation and advertising revenue. Seems it’s better now, not least as a result of the German company’s use of advanced sites such as aufeminin.com and myitilugari.com.

The former is in French, the latter in English, a language in which Stolz says Springer now holds its management conferences. Among Bella Hurrell’s tips on sourcing and using data for editorial visualisation projects: “Ask for and check for data,” she says, warning against expecting help from Google and reporting better luck with the Violations Distribution Centre.

Gautham Sinha – who is Times Internet’s chief operating officer – had tips on Watch out for speech recognition, tasks such as classification of image and video, simulation of human sentiment, and natural language understanding, Parankusha says, but you may have left buying into Ninestars too late.

The culture of digital transformation, emphasising that the process was “anything but disruptive”, moves to people and culture.

Monetisation had come from interaction between users of the group’s 36 properties. Some might question his assertions that “digital’s purpose is not to sunset print, but to extend its life” and that the two “should co-exist as long as they have their respective audiences”, but not that “scale is not necessarily the right approach” and “loyalty is the thing you monetise”.

Which is why we have come in two days before, with the importance of paying rather than promiscuous readers.

Tech

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Which is why we have come in two days before, with the importance of paying rather than promiscuous readers.
Indian news publishers are taking the first baby steps towards a more realistic monetisation model for content. But the discussion at the opening session of the WAN-Ifra India conference was not just about digital, but about the – if we’re realistic – challenged platform of print.

Recent months have seen not just editorials, but the price of top daily. The Hindu itself “bulked up” and chief executive Rajiv Lochan and editor Mukund Padmanabhan are unrepentant.

In fact, it’s a “meeting of minds” as the two drive efforts to restore cover prices lost in the competitive years before the internet was thought of. Now an expanded Sunday edition packed with new features and quality-long-form journalism is the focus of a push to get readers to pay more for content. “We realised Sunday had become an important part of the publishing week in other parts of the world, and we went after it. Rajiv (Lochan) analytically and me informally,” says Padmanabhan.

Both however were aligned on price, which he admits at up to 12 or 15 rupees, “may be quite radical,” but is part of a broader strategic choice between a business model based on advertising or circulation.

The emphasis on circulation revenue – which “should be music to journalists’ ears” – aims to find a paying audience for good journalism, rather than having to “sell the ads and what HT Media chief executive Rajiv Verma described as “a strange business model”, which is “a way to fund professional journalism. For newspapers with “a strong sense of duty and purpose”, there was little choice, and the reinvestment is content has helped make The Hindu the country’s fastest-growing English language newspaper despite the price hike.

He says readers “haven’t abandoned us” as a result of price increases, but is realistic that “there will be consequences”. Padmanabhan says he and Lochan believe the experiment is “too early to judge”, but says circulation falls – normal for the time of year – “aren’t scary yet”.

Increasing the price of “the most expensive newspaper in the country” was part of a strategy which included a 2016 relaunch/review of the newspaper. “It was more than a redesign,” he says, “more a radical departure on content and approach.”

Core area Sunday editions have been bulked up, with new sections and longer-form stories, while elsewhere a new common edition has been developed which can be produced at multiple centres. “We get read in all sorts of places, not just for local content but for what we do best – national and international coverage,” he says. “It’s a step towards the things only newspapers can do.”

The “obsession with the readers” has seen a vast new of projects and features including creation of a service for homebuyers, and a STEP language proficiency app which exploits the paper’s English reputation. From the incubation centre’s “string of pearls” could develop a very nice “museum”, he says.

Picture (from left): Mukund Padmanabhan, Shashi Rajni and Marcel Binder (with fragranced cover). Opposite page: Panel members (from left) D.D. Purkayastha, Rajiv Verma (HT Media), Rajiv Lochan, Shriyash Mhurti (Bennett, Coleman & Co) with WPIfra chief operating officer Thomas Werfel.

“Ideas that saved cost and expanded production profits WITH MAJOR ROLES in the World Printers’ Forum, WAN-Ifra South Asia made a substantial contribution to the conference. Research engineer Prabhjot Natarajan talked KPIs, discussing the production preparation and execution which is underway across the country.

Indian publishers had also been heavily involved in the update of the Newspaper best practice guide, printed copies of which were available at the conference. For the rest of the world, a quick route to the handling bible is by download – from www.ophal.info – and deputy chief executive Manfred Werfel to not only buy a copy, but the register their interest for updates. Only 880 had downloaded the guide so far, “a shame” Werfel said.

A trend on newsprint is that while usage of standard grades is going down – as newspaper circulation and circulation fall – usage of improved stocks is rising, and UPM’s Anu Ahola was on hand to explain options.

DINAMALAR general manager Narayanan VS urged publishers to look at alternative markets such as book printing to keep their plants busy through the day. Print and finishing processes including UV – where the quality is “amazing” – gluing and inline folding-and-stitching expanded the capability of newspaper plants.

Meanwhile the Tamil daily is continuing to expand newspaper capacity.

TWO EUROPEAN manufacturers with an interest in automating Indian mailrooms brought delegates up to date on what they were missing by leaving inserting to distributors. Müller Martini regional manager Kurt Haft said, “In our market, where global sales director of Ferag marketing arm WRH Global discussed options to handle up to 40 inserts in a single product.

“Bringing inserting inhouse will enable you to tell other companies,” Binder told delegates. Among these are inkjet printing, the addition of cards and booklets, and stick-on for messages and fragrance.

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Maximize your possibilities with the undisputed market leader.
A year after the Kolkata conference, Snehasis Roy is again hosting delegates around a high-volume newspaper plant. But it’s been a busy year, and he is with a different company and at a different plant.

We’re at the Times Group, which he rejoined last December, and on the outskirts of the city, the Chennai Times run is starting up on a manroland Region. The steady 4/1 press is similar to the one – India’s first – that he installed in Bangalore in a project which also included Krause violet CTP.

The six-tower, two-folder Chennai press – the product of a 22-year relationship with the German press maker – was extended with two more four-high towers only the previous week, in a building which provides ample further room for expansion or even another press.

That seems less likely in the current environment, and the visit provides a reminder of how things have changed. India’s newspaper industry is continuing to grow, but most of that growth has been different plant.

A Pakistani woman’s workplace dilemma.

Best News Mobile Service: Gold – NDTV, Convergences; Silver – The Times of India App, Bronze – Malayala Manorama


Best Social Media Engagement: Gold – The Daily Star – A Mother’s Day Special; Silver – Jang Real, Bronze – Bennett, Coleman & Co. – The citizen reporter mobile app.


Best Innovation to Engage a Young Audience: Gold – The Hindu – Young World Club, Silver – NDTV, Bennett, Coleman & Co. – The Times Group’ 546mm.

At ABP in Kolkata last year, delegates saw the country’s first Wifag newspaper press, another “Indian first” installation which Snehasis Roy oversaw; a showpiece plant which evokes his “the best technology in the world, regardless of where it comes from’’ philosophy. The contrast is a reminder of a constantly changing end dynamic industry: Wifag is now out of the market, and while manroland India managing director Suddeep Bhattacharjee says the Region is still the heavy duty press of choice, the new India-optimised 4/1 Cromoman has been added to the offering.

There’s also a move towards the more economical 533mm used by ABP over Times Group’ 546mm.

While vendor representatives at the WAN-Ifra India conference stress the advantages of inhouse inserting – which include the opportunity to include commercial inserts – the Chennai operation prints, stacks and straps copies of the Chennai Times and main Times of India book, which will be inserted by distributors. It’s a national practice which may be hard to change.

Peter Coleman
The circular symbol denotes a 'degree' of saintliness that isn't out of place with News Corp Australia's corporate social responsibility aspirations.

But it could equally be read as a number, together with the '1' indicating a remarkable ten years for the environmental initiative.

In fact Tony Wilkins' term as environment manager here dates to 1990, when the remit was to ensure the group 'didn't damage our air, our water or land'. Early initiatives ensured the use of plantation timber, led to construction of Australia's newspaper drinking and recycling mill, and pushed newspaper recycling rates near to a world's best 77 per cent. As expectations on environment continued to rise, it wasn't long before they realised that while a small team couldn't make all the changes that mattered by themselves, 'many of us sharing the same goal can put together lots of steps that would soon add up to big change'.

That was the driver for the '1 Degree' initiative, which celebrates its tenth anniversary this year.

"The first thing we wanted to do was make a difference here at News to engage our staff," says Wilkins. "A prize of a Toyota Prius hybrid car was offered to the staff member who could demonstrate how they could change the way they live to be more sustainable over a month. "Some fantastic undertakings were put forward and the winner truly set an example by changing not only his life and his family's, but his neighbourhood's as well."

T

Delegates of difference

Cooking classes and coffee cups are among ideas which have won News Corp staff over to reducing the group's carbon footprint in Australia, as Tony Wilkins explains.

A string of awards for 1 Degree have followed, with News recognised for a variety of achievements including carbon reporting in Australia, by the UN, for its Zero Waste initiatives and recycling expos... and its "world's best" logos.

New offices in Adelaide provided an opportunity for a sustainability showcase, and initiatives from Sir Keith Murdoch House... with – its radiator use in bathrooms, triple glazing and thermally and sound efficient design... have since been adopted elsewhere in the country. In Brisbane a 500,000 litre rainwater tank is the biggest water-saving project yet, along with flow-restrictors and water saving showerheads.

Wilkins says News was one of the first companies to support a new generation of air conditioning chillers with magnetic bearings that reduce friction and designs which help cut energy use by a third. "In the last year installing these has reduced our national carbon footprint by three per cent in a single year," he says.

Then there's sterile air, a technology that uses UV light to disinfect recirculated air, reducing mould and bacterial build up and improving the efficiency of heat exchangers.

In hot and humid Cairns, a drop of 20-30 per cent drop in energy use has been achieved, and the use of 1R reflective paint has reduced ceiling, cavity temperature by 30 degrees, leading to a five-degree drop in the building itself. "This made a huge difference to the energy used by the air conditioning," he says. "Combining the use of these highly efficient chillers, LED lighting and other measures, the Cairns Print's main offices reduced electricity use by 34.7 per cent in 2010, one of the biggest reductions in energy use of any of our businesses."

Reviewing air-conditioning temperature settings gave great reductions: "It's obvious, but not easy," Wilkins says. "Operational and comfort requirements must be met, but a simple change of one or two degrees can make a great difference both in summer and winter. An increase in temperature in summer by two degrees can mean a saving of 13 per cent on air conditioning energy use, normally between 40-65 per cent of a site's total energy use."

And the list of successes goes on: Lowering the voltage on some fluorescent lighting cut consumption by ten per cent while reducing light output by a hardly noticeable two per cent, a trick which has helped score a 20 per cent cut in light use at the Herald and Weekly Times offices in Melbourne's Southbank. And 14 heat pumps at News Sydney head office reduced energy used for hot water by three-quarters, paying for themselves in four months.

At print sites, rapid-close roller doors reduced the amount of chilled air escaping from buildings, while a switch to the latest LED lighting technology – and simple devices such as timers – have brought returns. "Don't stand still in the car park for too long anymore unless you like it dim," says Wilkins.

Another project has been 'Charging into the future,' a partnership with Mitsubishi, ChangiPoint and Origin Energy which gave 500 employees the opportunity to try an electric Mitsubishi Outlander SUV, and led to 20 people leasing one, doubling myths surrounding electric vehicles. Further offers from BMW and Mitsubishi have followed.

An objective of 'zero waste' has already been met in print sites - which means that in any year more than 90 per cent of waste is reused or recycled. "This is partly due to more efficient processes, but we've also reduced the amount of waste going into landfill," Wilkins says.

A global waste audit at the end of 2016 identified areas for improvement, including reducing the amount of food wasted and finding ways to make the most of returned coffee cups. "We have a great relationship with our coffee supplier and are always looking for ways to improve sustainability."

There's been a significantly increased use of recycled paper, with 500 employees the opportunity to trade an 'keep' cup and coffee:

Cups and cooking:
A National Recycling Week initiative with Courier Mail in Brisbane saw a waste coffee cup and a reusable coffee cup swapped. 180 ‘keep’ cups and 90 discarded coffee mugs (by far) being sold of recyclable coffee cups from 14 to 15 per cent.

Let's write the future.

With retrofit solutions that give your press another ten years of life.

ABB's retrofit solutions for newspaper presses will extend the productive life of your press, improve print quality, reduce waste and improve efficiency—for a fraction of the cost of a new press. Worried about the availability of spare parts for your existing controls? With an ABB retrofit you know that spares will be available worldwide for ten to fifteen years. Whether looking for replacement drivers, new controls, conversion to shaftless or a complete press reconfiguration, ABB has the right solution for you. The key to the future of your printing business lies with ABB. www.abb.com/printing
Two ways to an upgrade for Colorliner users

T
e two Colorliner users at the company’s 50-year-old pressroom in Bhopal, India, has been commissioned to upgrade the elderly manroland press to suit “third party” equipment, and follow a project last year to fit manroland’s PECOM controls on a 12-year-old Goss Headliner Offset press at the Minneapolis-St. Paul Star Tribune.

The Colorliner presses at Gannett produced a range of work including the Mercury News, East Bay Times and 29 community newspapers. Again, a modular approach to unit upgrades will ensure upgrades and replacement of press sections does not interfere with production. Components with logic reporting technology will be able to be used with touchscreens at the desks and on manroland’s MebiPad consoles (pictured).

Upgrade strategy includes improvements to the RTP, replacing older components with non-contact parts, while reflected-light scanner web scanning will be installed, along with upgradables to page driver and control of digital inkers and spraybar systems.

Harland Simon is back at Gannett’s Desert Sun in Palm Springs, on its third mission at the print site. This time Gannett Publishing Services has commissioned the company to replace outdated controls on the KBA Colora press. EAE ANK interface modules, ABB KT80 control modules and DC IO will be replaced, as will the Avertel communications, using off-the-shelf Allen-Bradley PLC hardware and ethernet communications.

The new contract follows projects in 2014 and 2016, which saw the upgrade of front-end ABB press controls and on-unit KBA/ABB controls. Existing controls will remain operational until the new system is fully tested in order to remove any risk, production and users of the old system can still be used and supported being retained.

• Problems with press control obsolescence at the Auer Apple are being addressed with an upgrade which removes the old Rototrol II and FCLC

Harland Simon has been commissioned to upgrade the Goss Uniliner press at the Pennsylvania Newspaper site. Three Rototrol +PLC’s and 12 drive ControlLogix PLC’s are being replaced, with the future-proofing including an additional Primus Preshot control screens ( pictured).

All control functions will be accessible via Harland Simon TouchLink. ControlLogix processors in the press control rack are also being upgraded along with the central maintenance and diagnostic capabilities via the power of the System 500 software, enabling quick fault finding and maximising uptime.

ABB says it is to upgrade reel stands at the Dallas Morning News in Plano, Texas. The order covers the replacement of the controls and drives on two reel stands on the Wifag OF270 press. New control systems based on ABB’s ACS500 are scalable and easy to service with ample spare parts available. Existing reel drives will be replaced with new ABB ACS500 motion control drives, with the new systems to be commissioned before the end of the year.

A particular upgrade at McClinton’s Sacramento Bee will see a move to a seamless workflow-based process. The company has chosen Harland Simon for the upgrade of press management information systems at the facility.

Functions based on the familiar Windows “look, feel and operation methods” will include use of wizards for job creation, and be more configurable.

PRESTIGElegen says the Frederick News Post in Maryland will use its Nextwrote workflow to manage print production and provide a portal for print customers.

NP Printpack will use the Nextwrote Portal to provide a website where commercial print customers can upload files, schedule jobs, design colourful pages and proof pages. The customer-facing utility provides email notifications, archive “and peace of mind” compared to FTP file transfer, the company says. Additional features including linked printing will provide ink presists and other modules will automatically schedule creation and provide ink optimisation.

A NEWSTAGE project is equipping BH Media’s Tuluw World in Oklahoma for a role as a contract printing hub. Automation systems supplier ABB has just completed one upgrade project on the two Wifag OF270 presses there, and is about to start on another.

As the plant’s future is secured by taking on an increased number of third-party print orders, the ABB as well as they addressed demands for greater redundancy, following the complete failure of two Goss Metroliner folders which needed to be powered and integrated into the existing ABB control system.

A second order with ABB covers the modular retrofitting of new drives, production management systems and parts of the control system for the first of the two Wifag lines.

The upgrade at McClatchy’s News, East Bay Times and 2016, which saw the installation of a Monagraph M360 in Shirdupara, while a similar system to replace reel stands.

The site at Sahibabad, just outside Delhi, is one of 13 which produce the 179-year-old Times of India, which has a circulation of more than three million copies per day.

Four presses at the site produce a portfolio which also includes the Times of India, Times of India.

A decision by the newspaper company to modernise its equipment and replace controls on a Geoman press in Aurangabad is secured by taking on another.

The company has just completed one project in the country to date. A decision by publisher Bennett, Coleman & Co to update the elderly manroland press has been brought forward, with the double-width press – of four high towers, one double folder and eight reel stands – to be brought up to the latest state of the art.

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And here’s to 20 years with KBA...but thanks to advances in technology, the KBA K 106 – which was chosen for a press project present for KBA Digital & Web managing director Christoph Müller and head of service and project management Thomas Perlitz, creating its third phase of a project with the German press maker of which is a “preferred supplier” for automation, colour and register control.

DB’s double benefit from press automation

A

At order to modernise controls on a German press at Times of India’s Sahibabad print site will be EAE’s largest in the country to date. A decision by publisher Bennett, Coleman & Co to update the elderly manroland press has been brought forward, with the double-width press – of four high towers, one double folder and eight reel stands – to be brought up to the latest state of the art.

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Messe puts on a bold new front for changing events

The project – one of the most ambitious construction projects in the history of Messe Düsseldorf – will deliver a new multi-functional hall with conference facilities and a fully-glazed new entrance south complete by mid 2019. The design includes a translucent LED-lit canopy roof, a 2112 m² foyer suitable for events, and adjacent underground parking. A new Hall 1 replaces the current Halls 1 and 2, is 158 metres long and 77 metres wide, and covers more than 12,000 m² with a 20 metre ceiling height. Conference rooms on the first floor offer 200 m² of space for 198 guests.

Manograph AMS takes Chapter 11 route to restructure

In November 2017, the company filed for bankruptcy in the United States, citing its inability to meet the high demands of its customers. Manograph AMS filed for Chapter 11 bankruptcy protection, a type of reorganization bankruptcy that allows the company to continue operating while its debts are restructured.

Control upgrades expand scope for commercial work

By The TIMe

A new version of ABB’s press management system has been marked with a sale to Scholten’s Borealis Therese in Norway. The MPS Production 6 release sees the transfer of the entire system to the PostgreSQL database, providing what ABB says is an ideal basis for virtualisation while retaining previous functionality and advantages. It also offers a range of new and used single-width presses, the former now increasingly sourced from India, plus ancillary equipment including its Digital Motion Control drive system (picture).

Virtualised MPS lowers cost of platform upgrades

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To expand the capabilities for additional commercial printing at the plant, the folder control system has been completely upgraded by the replacement of the KT89 and KT94 controllers with Allen-Bradley PLCs, to support double delivery. American managing director John Staino says the project follows a number of others involving similar equipment, most recently at the Windsor Star in Ontario. “We are confident this upgrade will help GPS to continue to build on their growing commercial market in these areas,” he added.

New club members for 2018–2020 will be run from January through March 2018. Applications for the next session 2018–2020, are open until December 31, with early registrants offered a free pre-check in this northern autumn. WAN-Ifra says publications from Belgium, Brazil, Colombia, Finland, Germany, Malaysia and Panama have already registered. The next test period will run under the motto: “Fly higher by proving your great colour printing,” from January to March 2018. Results will be announced in June, and club members will be honoured in October 2018 at the Ifra World Publishing Expo.

AN-Ifra has opened its International Color Quality Club to include magazines and a wider range of newspaper processes. The group says the rule change means that – for the first time since its launch in 1994 – the quality printing competition – is now open to all newspapers and magazines.

With printing higher-value products and periodicals becoming a global trend, it was “only logical” to include magazines in the 2018–2020 IQC competition. Categories are now:

• Newspapers that print according to colour standard ISO 12647-3;
• Newspapers using dryers or UV systems;
• Newspapers with exceptional production conditions (including tinted or dark paper, flexo or offset printing); and
• Magazines, printed by offset or gravure.

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Nine press orders (plus one from IVE) keep manroland ‘on target’

Nine press orders in the last three months worth a total of 80 million Euros ($119.2 million) are helping keep manroland web’s revenue on target, the German press maker says.

And there’s more in prospect, with reports that recently expanded Australian print group IVE is to buy a second 840-page heatset-press for its new Sydney catalogue facility.

The move follows last year’s acquisition of Franklin Web and PMP, plus $14 million going to its new Sydney catalogue facility. Where it has been successful driving visible benefits for the company, says a spokesperson. “With the financial security we have from our shareholders, we can maintain capabilities and reputation because we have a strong balance sheet.”

The company says revenue results for the current year are “on-target” and expected to match last year’s figures.

Labrador IVE Group is expected to buy a second 840-page manroland for PMP, a provider of direct mail services. The group which is buying the press is also an event where entries were presented at a gala event at Melbourne Exhibition Centre attended by record 714 guests. It’s also an event where entries have huge print orders can be piped by much smaller ones. Winner of the general fashion category, a catalogue printed for R.M. Williams by PMP, had another 20 million going to its acquisition of direct mail services company Sema Holdings, plus $14 million for “acquisitions, transaction costs and balance sheet purposes”.

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The “catalogue retailer of the year” awards went for the Franklin-Daily Telegraph, Melbourne Exhibition Centre attended by record 714 guests. It’s also an event where entries have huge print orders can be piped by much smaller ones. Winner of the general fashion category, a catalogue printed for R.M. Williams by PMP, had another 20 million going to its acquisition of direct mail services company Sema Holdings, plus $14 million for “acquisitions, transaction costs and balance sheet purposes.”

The new Sydney catalogue facility is supported by “numerous” major orders for presses and service contracts in the last two months. These come from print systems for commercial, newspaper and digital presses, retrofit service solutions, wear and spare parts, and other services.

“The financial security given by our long-term investing shareholders L. Posselt & Co, we can maintain capabilities and competence in the company, which is a precondition for excellent solutions driving viable benefits for the customer,” said a spokesperson.

manroland has entered the packaging print market with its integrated Varianum concept, and is doing well in the press automation space, where it has been successful with acquisitions for Star Treasury and CPM Concord on non-manroland equipment.

The system is a press automation and is being auto-calibrating. You can expect consistent, stable performance, minimal cost of ownership, resulting in an outstanding ROI.

When proven performance really counts

The Tensor H50 heavy-duty folder has recently undergone a major redesign/improvement, including independent R/T, NF, quarter folder & delivery cover motors, simplified guage design, pressure controlled nipping rollers, electrically remote controlled trolley and nip pressures, and a touchscreen for folder settings.

Multifunctional closed loop systems: Can revamp quality and cost benefits from automating the quality functions on your press. The CRC4 camera handles colour density, register and lan-out in one unit. The PT61 camera handles cut off, ribbon and web guide control.

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Retrak drive and control systems: Specialized or centralize your control, DCS can bring new life to ‘old’ press, press replacement systems, parts and components and lack of support. At the same time, lower wear, increase efficiency and make the press less labour-intensive.

DCOS is based on tried and tested proprietary, off-the-shelf components from leading manufacturers with worldwide presence.

Install puts IST further into India’s UV market

S ince UV systems being installed at three Times of India print sites are the latest Indian application of the curing technology,

IST Metz watercooled systems are being installed on the double-width one-round mandrel Region press with the support of local agents NewTech India and their factory-trained engineers.

The installation of the German-made systems follows that of a three systems on Colorman presses at Noida plant in July. Similar equipment had been also installed at ABP – from which Times technical director Snehasis Roy joined earlier this year – and on a single-width Manugraph hillside at Bogota newspaper Bartmannos Patrick.

IST Metz says the satisfaction of HT Media’s management with a system installed at Mumbai in 2015, and of Snehasis Roy at ABP had been factors in the orders. Times of India “had tried other systems previously without much success”, the company said. Major components including lamps, ballast system and reflectors are made at IST Metz in Nürnberg, Germany.

The whole of the 88-page (collect) main book was effectively printed “upside down” with the banners placed ahead of pages five and 27. “The ribbon ran well on press and through publishing,” says operations leader Jeremy Rowe.

A side effect was that folder pinholes and lap appeared at the front of the book, and inserted supplements appeared reversed, but few readers noticed these details and advertisers were apparently well pleased with what would otherwise have been a tricky execution.

The newer, larger manroland German presses at News Chullora print site had fewer problems for the world and through printing, retrofit service solutions, wear and spare parts, and other services.

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**Milestone for chain of custody**

The UPM Group has introduced a new chain of custody system that is more transparent and easier to manage. The system is designed to improve the traceability of forest and paper products across the supply chain. This new system will help the company meet its sustainability goals and improve its reputation for responsible sourcing.

**Uppmark SC gives coldset ‘chance to vie against heatset’**

In an article for **gx**press, the author argues that the introduction of Uppmark SC will give coldset printing a chance to compete against heatset printing. The article highlights the benefits of Uppmark SC, such as improved color reproduction and reduced energy consumption, and suggests that it could become a serious competitor to heatset printing in the future.

**Country Press gets closer as Fairfax decides it has no role**

The decision by Fairfax to sell its rural assets to Country Press has brought the two companies closer together. The move is seen as a strategic decision to focus on its core urban newspaper operations, but it has raised concerns about the impact on rural communities.

**Ten deals hang as bidders win more time**

The process of determining the future of the Ten Network has been extended, with bidders given more time to submit their offers. The decision to extend the timeline is seen as a sign that the process is taking longer than expected, and that there may be more competition than anticipated.

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**Forest stewardship**

The Newry Forest Products company, with its FSC Chain of Custody certification, has been recognized for its sustainable forestry practices. The company has been able to maintain its certification through a series of initiatives, including improved forest management and stakeholder engagement.

**Uppmark SC**

Uppmark SC is a new paper grade developed by UPM, designed to offer improved performance and sustainability over heatset. The paper is intended to be used in the printing of newspapers and magazines, and is designed to provide a smooth and silky finish.

**PM is pitching for the top**

Publication Management (PM) is looking to expand its operations in Australia, with a focus on the acquisition of local media companies. The company is seen as a strong candidate for one of the major media deals expected in the coming months.

**Emphasis on sustainability**

The emphasis on sustainability in the media industry is increasing, with companies seeking to reduce their environmental impact and improve their reputation. This is seen as a positive trend, as it helps to ensure the long-term viability of the media sector.

**The withdrawal of the 133 Fairfax papers**

The withdrawal of the 133 Fairfax papers has had a significant impact on the media landscape, with many community newspapers facing an uncertain future. The decision has been met with concern, with some calling for the government to intervene to protect these essential community outlets.

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**Research delivers silksmy SC, while bible paper gets ‘closer to heavenly’**

The introduction of silksmy SC from UPM Ecolite paper is seen as a significant development in the paper industry. The paper is designed to offer improved performance and sustainability over existing options, and is expected to be well received by customers.

**Dog chases Ball as Japan paper announces branding, new chief executive**

In an article for **gx**press, the author reports on the decision by Ball & Doggett to rebrand its operations and appoint a new chief executive. The move is seen as a strategic decision to improve the company’s performance and position it for future growth.

**Emphasis on customer service**

The emphasis on customer service in the media industry is increasing, with companies seeking to improve their relationships with readers and customers. This is seen as a positive trend, as it helps to ensure the long-term viability of the media sector.
**A whole new game**

H
t is moving into gaming with a joint venture to create Australia’s first city-based e-sports franchise league. The former APN News & Media business – the initial stand for *Hear There* and *Everywhere* – has joined with *Hear Media* & Entertainment to establish a new business, HTYEE Events, which will partner UK-based Gfinity.

First venture for Gfinity exports Australia is the city-based franchise league ‘The Elite Series’, which HTYEE says will “enhance the complementary nature” of its existing radio, advertising and publishing operations.

Teams compete weekly at dedicated e-sports venues, with each event broadcast live online.

Outdoor and digital businesses by providing unique content, targeted to audiences and highly engaged users.

The partnership will deliver Australian gamers “a clear and structured top-to-bottom competitive framework” within Australian e-sports. “A competition for enthusiasts at all levels – from the amateur at home, to the e-sports professional – it will for the first time offer a clear pathway between the two, as amateur players earn the right to compete alongside seasoned professionals,” the company says.

Teams will compete weekly at dedicated e-sports venues, with each event broadcast live online and across other TV and media platforms. A ‘Challenger Series’ will launch later this year as the “battleground” for amateur players to compete against each other.

HTYEE chief executive and managing director Giacomo Davis says HTYEE Events will also manage other niche events for Australian audiences. “Gfinity brings a depth of understanding and expertise in delivering experiences in sports, entertainment and media, making them the perfect partners as we move into this new area.”

Pictured: The Gfinity Arena, the UK’s first dedicated e-sports venue.

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**News’ state-based structures bring editorial and commercial closer**

**FORMER HEAD of APN’s Australian Regional Media business Neil McLean** has a new role with News Corp as the process of merging the APN and News Regional Media proceeds. After joining with News Corp’s Australian management and leading the first phase of ARMs integration into News Corp, Monaghan (right) moves from News Corp Australia’s managing director regional media to a national role as managing director, publishing operations. His responsibility for publishing operations includes procurement, logistics and production across the country.

The change is one of several announcements by publishing chief operating officer Damian Ellery, including the establishment of Queensland and Victorian operations.

Jason Scott moves from executive general manager of the Gold Coast Observer, Mail and Quest community business to become managing director for Queensland and Northern Territory. This new single operating division combines all News Corp Australia’s metro, regional, and community titles in Queensland, northern NSW and the NT.

Peter Zarranz – who is currently managing director of MMT commercial – takes on additional management responsibility for Hobart and Geelong as managing director Victoria and Tasmania, commercial. Nick Trump – most recently executive general manager of News Regional Media – is leaving the company “for personal reasons” after a 30-year career with News including a key role in the acquisition and integration of the APN business.

Ellers says the changes are designed to build state-based structures, better placing the company to serve local communities and advertisers: “For the communities we serve, these changes will enable commercial and editorial teams to work together to publish more local, more relevant and entertaining content than ever before. For advertisers, these changes clearly enable us to serve even more needs by aligning our many different products and services into simple-to-execute and highly efficient media partnerships,” he says.

Pictured: The Gfinity Arena, the UK’s first dedicated e-sports venue.

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**Local heroes Star at community conference**

**CHRISTCHURCH-BASED The Star** was named overall and supreme newspaper of the year winner at the NZ Community Newspapers Awards held in the city.

A record number of entries from across the country were received in 21 categories ranging from Young Journalist of the Year to Community Involvement. President Simon Limn says that with more than 80 mastheads represented by the independent publishers, the competition was tough. “To stand out above others, the winning entries had to have something special,” he added.

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**Newsfan Hawthorne named for new Melbourne publisher role**

Fairfax Media has created a new role of Victorian publisher to its Australian operations, naming editor and journalist Mark Hawthorne as its first executive.

His 25 years’ experience in journalism – spanning news, business, politics, sports and lifestyle – includes 11 years as Fairfax most recently as senior editor of The Age. A graduate in Modern Languages from the University of Melbourne, Hawthorne’s management partner Chris Jans says Hawthorne will be the group’s “key local touchpoint” for business, buying and community.

Hawthorne will work closely with Age editor Alex Lachlan of the Fairfax community teams, reporting to Jans.

The publisher says other editorial and community development roles will change. Hawthorne is a past national business editor of Fairfax metro mastheads including *The Sydney Morning Herald*, *The Age* and the *Sydney Morning Herald.*

He entered the newsmedia industry in 1989 as a weekend copy boy at the Melbourne Sunday Observer when he was 14.

He recalls “the excitement” of joining the AOR newspaper for the first time in 1989. Returning from London after seven years at Sunday Business and *Conde Nast*, he says he printed one copy of his resume and it did the trick. “There was no other place in Melbourne I wanted to work but The Age.”

Hawthorne is delighted to join with “three of the biggest, most innovative conference for the news publishing industry. The addition of the News Media Alliance to the conference’s main partners raises the total membership across the four organisations to over 3,000.

Dates for the Mega-Conference are from February 26-28, 2018, in San Diego, California. For more information, visit http://www.mega-conference.com/gx

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**Bigger than Mega as NMA teams for 2018**

After announcing a partnership with WAN-Ifra for Digital Media North America, US-based News Media Alliance says it will also partner on Mega-Conference next year.

The publishers’ group will join with Inland Press Association, Local Media Association and the Southern Newspaper Publishers Association to create the biggest-ever Mega-Conference in San Diego next February.

The Mega-Conference attracts 700-900 attendees each year and offers a large trade show, with attendees representing both print and digital local media and companies as owners, publishers and digital and revenue executives. News Media Alliance president and chief executive Dan Hallgren says the group is delighted to join with “these exceptional organizations” to deliver the biggest and most innovative conference for the news publishing industry.

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Macquarie publisher Armati (78) had memoir underway

Reiner Mittelbach, ‘publishing innovation leader’, dies at 59

Reiner Mittelbach, who was the first chief executive of the newly-launched WAN-Ifra, has died aged 59.

KnowledgeView, which was established last year, announced that he had died peacefully on May 31, surrounded by his family and three daughters. He joined the then newly-merged WAN-Ifra in 2007, following a meeting of its newly-formed WAN-Ifra research association in 2001, and led it to a broader focus on multimedia and media convergence, greatly expanding the organisation in the process. He was appointed chief executive following the 2009 merger with the International Press Industries, staying in the role for almost a year.

Rainer Mittelbach entered the printing and graphic arts industry in 1978 as a sales director for guillotine-maker Polar-Mehr, in Hilden, Germany, and took over the family business after two and a half years. After studying business and engineering in Karlsruhe, Germany, he joined United’s press manufacturing company in 1986, later taking a number of roles including at packaging company Menzies.

He left WAN-Ifra in 2010 to join KnowledgeView as chief executive. According to KnowledgeView, from 2016, he held board positions in the group and also was a stated stakeholder, as well as his experience in technology and digital solutions for advertisers and agencies made him the standard “candidate”.

A focus of his role will be steering the body – which has one fewer members following News’ acquisition of APN Australian Regional Newspapers – to “operational efficiencies” and communicating News’ strong property proposition to advertisers and media agencies. Peter Miller (pictured) says he is looking forward to working with NewsMediaWorks team to promote the industry and its many initiatives.

EidosMedia has named Christian Pelanczi as its new chief executive, succeeding Gabriella Franzoni who retired at the end of 2016.

Pelanczi – who has a background in financial and card processing – will head up the digital publishing division as it develops new as it becomes more integrated in the financial sector.

All software and technology services company Fix, he was responsible for the institutional and wholesale division in the EMEA region. Prior roles at SunGard – now part of IBS – included developing emerging markets, merger and acquisition activity in Europe and operational responsibilities in the Americas and southern Europe.

Pelanczi (picture) says he’s looking forward to technical solutions, very talented people and an exceptional customer base. “As well as its consolidated solutions, more than 70 leading organizations in media, financial services and corporate publishing, I believe Fix, who has an excellent reputation in the industry, will have a great deal of potential in the digital space.”

The company’s ongoing efforts to promote the industry and its many initiatives.

TEN Chalmers, ‘sure Times of India publisher Armati, ‘sure Times of India publisher and chairman,’ who died in late March after a long illness, has written in his obituary.

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Global digital publishing

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